



Michigan Council for Arts and Cultural Affairs Funder Report



ORGANIZATION OVERVIEW

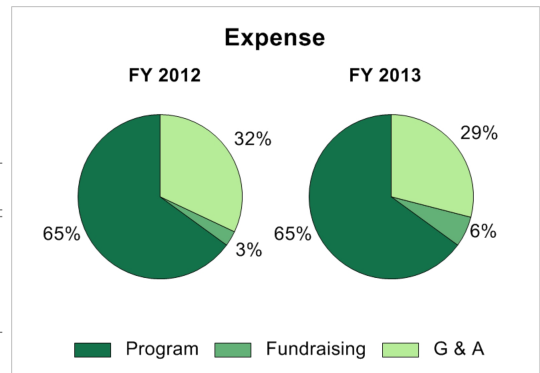
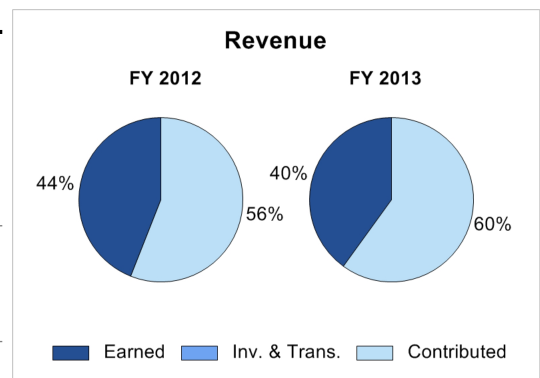
Organization Name	Lansing Symphony Orchestra	Year Organization Founded	1929
Address	501 S. Capitol Avenue, Suite 400, Lansing, MI 48933-2346	Number of Board Members	30
County	Ingham	Fiscal Year End Date	06/30
Federal ID #	38-6072025	DUNS Number	124036237

This applicant is audited or reviewed by an independent accounting firm.

** The value is less than -999% or greater than +9999%.*

ORGANIZATION SUMMARY

Financial Activity	FY 2012	FY 2013	% chg
Unrestricted Activity			
Revenue			
Earned			
Program	332,351	373,141	12%
Non-program	25,829	37,832	46%
Total Earned	358,180	410,973	15%
Investments & Transfers	398	249	-37%
Contributed	463,589	620,527	34%
Total Unrestricted Revenue	822,167	1,031,749	25%
Expenses			
Program	575,832	692,712	20%
Fundraising	27,171	67,366	148%
General & administrative	288,313	316,348	10%
Total Expenses	891,316	1,076,426	21%
Net Unrestricted Activity	(69,149)	(44,677)	35%
Net Temporarily Restricted Activity	(16,540)	36,988	324%
Net Permanently Restricted Activity	0	1,976	n/a
Net Total Activity	(85,689)	(5,713)	93%



Non-Financial Summary	FY 2012	FY 2013
Full-time Permanent Employees	5	5
Total Paid Attendance	11,611	12,204
Total Free Attendance	2,856	4,432

REVENUE

EARNED	FY 2012	FY 2013	% chg
1 Admissions	\$0	\$0	n/a
2 Ticket Sales	\$147,519	\$167,436	14%
3 Tuitions	\$0	\$0	n/a
4 Workshop & Lecture Fees	\$0	\$0	n/a
5 Touring Fees	\$0	\$0	n/a
6 Special Events - Non-fundraising	\$0	\$5,500	n/a
7 Gift Shop/Merchandise Sales	\$0	\$0	n/a
7a Gallery/Publication Sales	\$0	\$0	n/a
8 Food Sales/Concession Revenue	\$0	\$0	n/a
8a Parking Concessions	\$0	\$0	n/a
9 Membership Dues/Fees	\$934	\$705	-25%
10 Subscriptions - Performance	\$181,390	\$198,937	10%
10a Subscriptions - Media	\$0	\$0	n/a
11 Contracted Services/Performance Fees	\$0	\$0	n/a
12 Rental Income	\$0	\$0	n/a
13 Royalties/Rights & Reproductions	\$0	\$0	n/a
14 Advertising Revenue	\$25,829	\$37,832	46%
15 Sponsorship Revenue	\$0	\$0	n/a
16 Investments-Realized Gains (Losses)	\$0	\$0	n/a
17 Investments-Unrealized Gains (Losses)	(\$317)	\$1,976	723%
18 Interest & Dividends	\$715	\$249	-65%
19 Other Earned Revenue	\$2,508	\$563	-78%
20 Total Earned Revenue	\$358,578	\$413,198	15%
CONTRIBUTED	FY 2012	FY 2013	% chg
21 Trustee/Board Contributions	\$80,000	\$113,545	42%
22 Individual Contributions	\$43,162	\$30,553	-29%
23 Corporate Contributions	\$156,119	\$162,590	4%
24 Foundation Contributions	\$18,900	\$51,100	170%
25 Government - City	\$13,600	\$50,000	268%
26 Government - County	\$3,650	\$4,150	14%
27 Government - State	\$6,000	\$21,050	251%
28 Government - Federal	\$0	\$0	n/a
28a Tribal Contributions	\$0	\$0	n/a
29 Special Events - Fundraising	\$112,000	\$194,822	74%
30 Other Contributions	\$3,568	\$2,850	-20%
30b Parent Organization Support	\$0	\$0	n/a
30c Related Organization Contributions	\$0	\$0	n/a
31 In-kind Contributions	\$10,050	\$26,855	167%
32 Net Assets Released from Restrictions	\$0	\$0	n/a
33 Total Contributed Revenue and Net Assets Released from Restrictions	\$447,049	\$657,515	47%
34 Total Earned and Contributed Revenue Incl. Net Assets Released	\$805,627	\$1,070,713	33%
35 Transfers & Reclassifications	\$0	\$0	n/a
TOTAL REVENUE	FY 2012	FY 2013	% chg
36 Total Revenue	\$805,627	\$1,070,713	33%
Total Unrestricted Revenue	\$822,167	\$1,031,749	25%
Total Unrestricted Revenue Less In-Kind	\$812,117	\$1,004,894	24%

EXPENSE

EXPENSE	Program	Total	Program	Total	Total % chg
	FY 2012	FY 2012	FY 2013	FY 2013	
1 Total Salaries & Fringe (From Section 5)	\$88,289	\$312,322	\$91,017	\$329,095	5%
2 Accounting	\$0	\$0	\$0	\$0	n/a
3 Advertising and Marketing	\$102,656	\$113,219	\$136,475	\$136,475	21%
4 Artist Commission Fees	\$0	\$0	\$0	\$0	n/a
4a Artist Consignments	\$0	\$0	\$0	\$0	n/a
5 Artists & Performers - Non-Salaried	\$284,343	\$284,343	\$338,144	\$338,144	19%
6 Audit	\$0	\$5,500	\$0	\$16,806	206%
7 Bank Fees	\$0	\$7,939	\$0	\$2,572	-68%
8 Repairs & Maintenance	\$0	\$0	\$0	\$0	n/a
9 Catering & Hospitality	\$0	\$6,236	\$0	\$25,913	316%
10 Collections Conservation	\$0	\$0	\$0	\$0	n/a
11 Collections Management	\$0	\$0	\$0	\$0	n/a
12 Conferences & Meetings	\$0	\$9,268	\$0	\$5,098	-45%
13 Cost of Sales	\$0	\$0	\$13,340	\$13,340	n/a
14 Depreciation	\$0	\$416	\$0	\$473	14%
15 Dues & Subscriptions	\$0	\$0	\$0	\$10,336	n/a
16 Equipment Rental	\$5,265	\$10,139	\$6,409	\$11,959	18%
17 Facilities - Other	\$0	\$0	\$0	\$0	n/a
18 Fundraising Expenses - Other	\$0	\$2,677	\$0	\$34,453	1187%
19 Fundraising Professionals	\$0	\$0	\$0	\$0	n/a
20 Grantmaking Expense	\$0	\$0	\$0	\$0	n/a
21 Honoraria	\$0	\$0	\$0	\$0	n/a
22 In-Kind Contributions	\$0	\$0	\$0	\$0	n/a
23 Insurance	\$0	\$10,747	\$0	\$9,634	-10%
24 Interest Expense	\$0	\$0	\$0	\$0	n/a
25 Internet & Website	\$0	\$0	\$0	\$0	n/a
26 Investment Fees	\$0	\$0	\$0	\$0	n/a
27 Legal Fees	\$0	\$0	\$0	\$0	n/a
28 Lodging & Meals	\$0	\$0	\$0	\$0	n/a
29 Major Repairs	\$0	\$0	\$0	\$0	n/a
30 Office Expense - Other	\$0	\$0	\$0	\$0	n/a
31 Other	\$8,609	\$9,308	\$5,413	\$8,422	-10%
32 Postage & Shipping	\$1,241	\$3,372	\$837	\$2,832	-16%
33 Printing	\$2,948	\$5,897	\$4,355	\$5,778	-2%
34 Production & Exhibition Costs	\$30,493	\$30,493	\$28,794	\$28,794	-6%
34a Programs - Other	\$0	\$0	\$0	\$0	n/a
35 Professional Development	\$0	\$0	\$0	\$0	n/a
36 Professional Fees - Other	\$0	\$0	\$0	\$0	n/a
37 Public Relations	\$0	\$0	\$0	\$0	n/a
38 Rent	\$22,633	\$39,246	\$43,391	\$61,291	56%
38a Recording & Broadcast Costs	\$0	\$0	\$0	\$0	n/a
38b Royalties/Rights & Reproductions	\$0	\$0	\$0	\$0	n/a
39 Sales Commission Fees	\$10,407	\$10,407	\$0	\$0	n/a
39a Security	\$0	\$0	\$0	\$0	n/a
40 Supplies - Office & Other	\$0	\$5,961	\$350	\$6,482	9%
41 Telephone	\$0	\$4,295	\$0	\$4,342	1%
42 Touring	\$0	\$0	\$0	\$0	n/a
43 Travel	\$18,948	\$19,531	\$24,187	\$24,187	24%
44 Utilities	\$0	\$0	\$0	\$0	n/a
TOTAL EXPENSE	Program	Total	Program	Total	Total
	FY 2012	FY 2012	FY 2013	FY 2013	% chg
45 Total Expenses	\$575,832	\$891,316	\$692,712	\$1,076,426	21%
Total Expenses Less In-Kind	\$575,832	\$891,316	\$692,712	\$1,076,426	21%
46 Change in Net Assets	\$0	\$0	\$0	\$0	93%

DESCRIPTIONS

Below are the descriptions provided for questions that required additional information.

REVENUE

6a Special Events - Non-fundraising, Briefly Describe	Sacred Concert at St. Mary's Cathedral
19a If Other Earned Revenue, Briefly Describe	guest artist merchandise
30a Other Contributions, Briefly Describe	United Way
31a In-Kind Contributions, Briefly Describe	combination of advertising services and prof. services.

EXPENSES

18a Fundraising Expenses - Other, Briefly Describe	raffle and behind the scenes, and flower sales
31a If Other, Briefly Describe	misc line of audit.

BALANCE SHEET TRENDS

The Balance Sheet, also known as a Statement of Financial Position, shows the accumulated financial results of all the years that an organization has been in operation, and consists of what the organization owns - its assets; what the organization owes - its liabilities; and the difference between its assets and liabilities – its net assets or net worth.

Assets	FY 2012	FY 2013	% chg
Current assets			
Cash	90,809	105,457	16%
Receivables	19,412	38,400	98%
Prepaid expenses & other	0	888	n/a
Total current assets	110,221	144,745	31%
Investments	16,947	18,923	12%
Fixed assets (net)	21,984	27,794	26%
Non-current assets	0	0	n/a
Total Assets	149,152	191,462	28%
Liabilities & Net Assets	FY 2012	FY 2013	% chg
Liabilities			
Current Liabilities			
Accounts payable & other	32,707	38,750	18%
Loans & other debt	5,555	2,314	-58%
Deferred revenue	168,132	215,668	28%
Total current liabilities	206,394	256,732	24%
Non-current liabilities	2,315	0	n/a
Total Liabilities	208,709	256,732	23%
Net Assets			
Unrestricted	(102,916)	(147,593)	-43%
Temporarily restricted	26,412	63,400	140%
Permanently restricted	16,947	18,923	12%
Total Net Assets	(59,557)	(65,270)	-10%
Total Liabilities & Net Assets	149,152	191,462	28%

BALANCE SHEET TRENDS: FINANCIAL POSITION

The key measures of financial position below can help understand the capital structure of an organization.

Financial Position	FY 2012	FY 2013
Net assets as a % of total expenses	-7%	-6%
Total working capital	(122,585)	(175,387)
Fixed assets (net)	21,984	27,794
Total endowment	16,947	18,923
Total debt	7,870	2,314

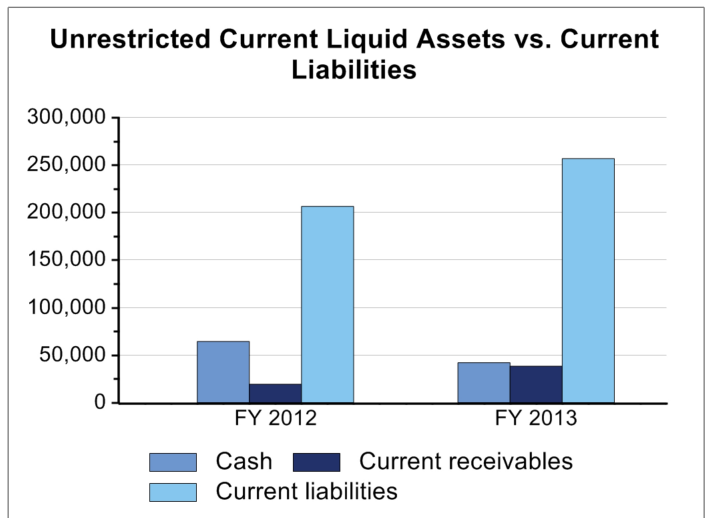
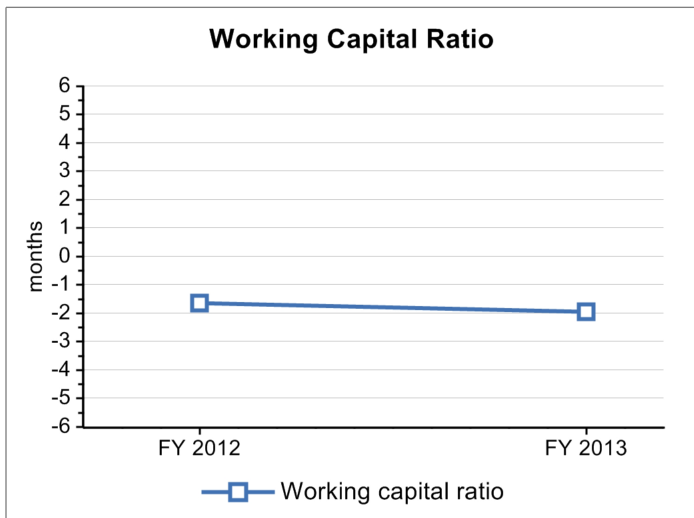
Net assets as a % of total expenses measures the net worth of an organization in relationship to its operating size. It is calculated as total net assets divided by total expenses. If the trend is level or increasing, then total net assets are keeping pace with growth in operating expenses.

Total working capital consists of the unrestricted resources available for operations, and in this report is calculated as unrestricted current assets (not including unrestricted endowment investments) minus unrestricted current liabilities. This is a conservative calculation of working capital and may differ from your internal calculations. Adequate working capital provides financial strength and flexibility to your organization, the ability to meet obligations as they come due, and the ability to take more risks, knowing there is a cushion to fall back on.

Fixed assets (net) include all land, buildings, equipment, and other fixed assets owned by the organization. It is calculated net of accumulated depreciation to reflect the reduction in the value of an asset as it ages and is used.

Total endowment includes monies usually invested long-term. Endowment may be unrestricted, temporarily restricted, or permanently restricted. Income from endowment is generally available for operations or to support specific purposes.

Total debt consists of all short and long-term contractual obligations of the organization, including notes, bonds, and capital leases payable.



The Working Capital Ratio relates working capital to the size of the operation, showing how many months of operating revenue are available to meet current needs. The graph at the right looks at the most liquid of the organization's unrestricted current assets in comparison to its current liabilities.

NON FINANCIAL INFORMATION (Section 11)

Staff & Non-Staff Statistics (Number of People)	FY 2012	FY 2013	% chg
1 Full-time Permanent Employees	5.00	5.00	0%
2 Part-time/Seasonal Employees	0.00	0.00	n/a
3 Part-time/Seasonal Empl. - FTEs	0.00	0.00	n/a
4 Full-time Volunteers	0.00	0.00	n/a
5 Part-time Volunteers	228.00	162.00	-29%
6 Part-time Volunteers - FTEs	0.02	4.60	*
7 Independent Contractors	99.00	95.00	-4%
8 Independent Contractors - FTEs	3.03	3.57	18%
9 Interns/Apprentices	3.00	3.00	0%
10 Interns/Apprentices - FTEs	1.50	0.50	-67%
Number of Contributors			
	FY 2012	FY 2013	% chg
1 Individuals	201	227	13%
2 Board	29	22	-24%
3 Corporate	23	26	13%
4 Foundation	8	7	-12%
5 Government (Federal, State & Local)	3	2	-33%
Percent of Board Giving	97%	73%	-24%
Attendance			
	FY 2012	FY 2013	% chg
1 Total Paid Attendance	11,611	12,204	5%
Physical	11,611	12,204	5%
Virtual	0	0	n/a
2 Total Free Attendance	2,856	4,432	55%
Physical	2,856	4,432	55%
Virtual	0	0	n/a
3 Total Attendance	14,467	16,636	15%
4 Children 18 and under	304	1,426	369%
5 Number of Groups of Children 18 and Under	10	8	-20%
5a Number of Other Groups	0	0	n/a
6 Attendance - Classes/Workshops	990	990	0%
Website Activity			
	FY 2012	FY 2013	% chg
1 Number of Page Views	0	66,967	n/a
2 Number of Unique Web Visitors	0	9,223	n/a
3 Total Number of Web Visitors	0	14,640	n/a
4 Total income earned from website activities (from admissions, ticket sales, shop sales, etc.)	31,400	33,670	7%
5 Total website generated donations	2,500	390	-84%

NON FINANCIAL INFORMATION (Continued)

Subscribers & Members	FY 2012	FY 2013	% chg
1 Paying Subscribers - Performance	1,192	5,480	360%
1a Paying Subscribers - Media	0	0	n/a
1b Non-paying Subscribers - Media	0	680	n/a
2 Paying Members	110	101	-8%
3 How many people are both members and subscribers?	75	73	-3%
Pricing (in dollars)	FY 2012	FY 2013	% chg
1 Average Adult Price	32	31	-2%
2 Average Child Price	0	0	n/a
3 Average Senior Citizen Price	0	0	n/a
4 Average Student Price	0	0	n/a
5 Highest Single Price	45	50	11%
6 Lowest Single Price	15	15	0%
7 Median Price	33	30	-8%
8 Average Adult Tuition/Workshop Price	0	0	n/a
9 Average Child Tuition/Workshop Price	0	0	n/a
10 Average Publication Price	0	0	n/a
11 Average Fundraising Special Event Price	75	85	13%
12 Average Non-fundraising Special Event Price	0	20	n/a
13 Average Media Content Price	0	0	n/a
Program Activity (Number of Events)	FY 2012	FY 2013	% chg
1 Live Productions - Self-Produced	19	23	21%
1a Live Productions - Presented Only	0	0	n/a
2 Public Performances - Home	15	17	13%
3 Public Performances - Away	4	6	50%
3a Online/radio/television programs	0	0	n/a
4 Permanent Exhibitions	0	0	n/a
5 Temporary Exhibitions	0	0	n/a
6 Classes/Workshops - for the public/constituents	2	0	n/a
7 Classes/Workshops - for professional artists	0	0	n/a
7a Publications	1	1	0%
7b Number of Publications Sold/Distributed	9,000	9,000	0%
8 Tours	0	0	n/a
8a Number of Tour Occurrences	0	0	n/a
9 Films	1	1	0%
9a Number of Film Screenings	1	1	0%
10 Lectures	6	6	0%
10a Number of Lecture Occurrences	6	6	0%
11 Exhibition Openings	0	0	n/a
12 World Premieres	0	0	n/a
13 National Premieres	0	0	n/a
14 Local Premieres	0	0	n/a
15 Works Commissioned	0	0	n/a
16 Workshops or readings of new works	0	0	n/a
17 Programs - Other	1	0	n/a
17a Number of Programs - Other Occurrences	4	0	n/a
18 Off-site School Programs	1	0	n/a
18a Number of Off-site School Program Occurrences	2	0	n/a
19 Facility Rentals - By your organization for your program use	42	48	14%
20 Facility Rentals - By your organization for your non-program use	1	4	300%
21 Rentals of your facility by others	0	0	n/a